

Message Text

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ORIGIN NEA-12

INFO OCT-01 EUR-25 ISO-00 PM-07 DODE-00 AID-20 IGA-02

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DRAFTED BY NEA/ARP:GQLUMSDEN,JR.:RJW

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DOD/ISA/NESA:CDR. SICK

DOD/DSAA:DGRANDPRE

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R 102321Z SEP 73

FM SECSTATE WASHDC

TO AMEMBASSY LONDON

INFO AMEMBASSY AMMAN

AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY SANAA

USCINCEUR

C O N F I D E N T I A L STATE 179713

E.O. 11652:XGDS1

TAGS: MASS, PFOR, KU, MU, QA, UK

SUBJECT: SALADIN SHORTAGE

KUWAIT PASS MUSCAT

REF: (A) LONDON 10312 (B) AMMAN 4833

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1. WE TOO ARE ANXIOUS TO KNOW JUST WHEN GOK DECISIONS ON
DEFENSE PURCHASES WILL BE MADE AND WHAT SPECIFIC
EQUIPMENT WILL BE SELECTED. HOWEVER, TO DATE WE SHARE HMG'S
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INABILITY PIN KUWAITIS DOWN WITH FIRM COMMITMENTS. FURTHER,

WITH RAMADAN FAST APPROACHING, WE DOUBT WE WILL BE GETTING MUCH NEW INFORMATION ON THIS SCORE PRIOR BEGINNING NOVEMBER AT EARLIEST.

2. AMONG ITEMS OF EQUIPMENT WE HAVE OFFERED KUWAITIS ARE CADILLAC-GAGE ARMORED CARS, AND WE BELIEVE THERE IS REASONABLY GOOD CHANCE GOK WILL BUY US PRODUCT IN THIS CATEGORY. IF SO, IT WOULD SEEM THERE ALSO GOOD CHANCE PART OR ALL OF 28 UK SALADINS MENTIONED PARA 1 REFTEL WILL NOT RPT NOT BE PURCHASED BY KUWAITIS, AND MIGHT IN FACT BE AVAILABLE FOR OFFER TO SHAYKH KHALIFA TO BUY FOR OMANIS.

3. HOWEVER, CADILLAC-GAGE RETAINS AN INTEREST IN ONGOING SALES TO OMAN TO COMPLEMENT 4 ARMORED CARS SOLD TO OLD SULTAN IN 1965 AND WE

UNDERSTAND US FIRM'S REPS IN CONTACT WITH QABOOS GOVERNMENT DURING PAST YEAR. THUS, ALTHOUGH WE FEEL WE CAN BE FRANK IN TELLING HMG JUST WHERE WE THINK WE STAND WITH KUWAITIS ON OUR CADILLAC-GAGE OFFER, WE WOULD NOT RPT NOT WANT TO GET TOO INVOLVED IN SEEMING EFFORT DIVIDE UP GULF ARMORED CAR MARKET WITH BRITISH.

4. IF POSSIBLE, EMBASSY MUSCAT SHOULD PROVIDE INFORMATION SOUGHT UNDER SUBPARAS (B), (C), AND (D) OF REFTEL (B).

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5. RE PARA 3 REFTEL (A): WE BELIEVE THERE ARE OPPORTUNITIES IN GULF FOR US PRODUCT THIS TYPE WHETHER OR NOT SALADINS DRY UP. DEPENDING ON OPTIONAL EQUIPMENT SELECTED CADILLAC-GAGE ARMORED CARS ARE VERY COMPETITIVE WITH SALADINS, AND WE BELIEVE THEY HAVE SUPERIOR VERSATILITY AND PERFORMANCE. RUSH

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